

IMPORTERS' QUESTIONNAIRE
WOODEN BEDROOM FURNITURE FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 14, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning wooden bedroom furniture from China (inv. No. 731-TA-1058 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **WOODEN BEDROOM FURNITURE** (as defined in the instruction booklet) from any country at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() ()

Phone Fax

PART I.-GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing wooden bedroom furniture from China into the United States or which are engaged in exporting wooden bedroom furniture from China to the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-11. Does your firm have any related firms, either domestic or foreign, which are engaged in distributing or retailing wooden bedroom furniture in the United States?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-12. Does your firm sell imported wooden bedroom furniture under its own trademark or service mark brands?

No Yes--List brand names below by source.

Imported from China: _____

Imported from other sources (identify sources): _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of wooden bedroom furniture imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China All other sources combined¹

<i>(Quantity in pieces² and pounds (uncartoned), value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES:					
Quantity (pieces)					
Quantity (pounds)					
IMPORTS:³					
Quantity (pieces)					
Quantity (pounds)					
Value					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity (pieces)					
Quantity (pounds)					
Value					
Internal consumption/transfers to related firms:⁴					
Quantity (pieces)					
Quantity (pounds)					
Value					
EXPORT SHIPMENTS:⁵					
Quantity (pieces)					
Quantity (pounds)					
Value					
END-OF-PERIOD INVENTORIES:⁶					
Quantity (pieces)					
Quantity (pounds)					

¹ Please identify these sources: _____

² For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.

³ Identify the foreign producers, if known: _____

⁴ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____

⁵ Identify your principal export markets: _____

⁶ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

II-6. **U.S. commercial shipments by market segment.**—Report your firm's U.S. commercial shipments of imports of wooden bedroom furniture imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China All other sources combined¹

<i>(Quantity in pieces¹ and pounds (uncartoned), value in \$1,000)</i>					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
U.S. SHIPMENTS TO DISTRIBUTORS:					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					
U.S. SHIPMENTS TO END USERS:					
<i>Quantity (pieces)</i>					
<i>Quantity (pounds)</i>					
<i>Value</i>					

¹ For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.
² Totals for U.S. shipments to distributors and end users should equal the value of U.S. commercial shipments reported in question II-12.

Do the totals equal?

Yes No--Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **Shipments by channels of distribution.**—Report your firm's U.S. shipments to the following market segments. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China All other sources combined¹

<i>(Quantity in pieces¹ and pounds (uncartoned), value in \$1,000)</i>	
Item	2002
RETAILERS:	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
DISTRIBUTORS:	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
HOSPITALITY FIRMS:	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
RENTAL FIRMS:	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
OTHER (IDENTIFY):	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	
TOTAL:²	
<i>Quantity (pieces)</i>	
<i>Quantity (pounds)</i>	
<i>Value</i>	

¹ For purposes of this investigation, a bed is considered one piece consisting of any combination of headboard, footboard, or side boards.

² Totals should equal the combined values of U.S. commercial shipments and U.S. internal consumption/company transfers reported in question II-5. Do the totals equal?

Yes No--Please explain: _____.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244) or e-mail: gbenedick@usitc.gov

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title Phone No.

Check here , if your U.S. firm imports wooden bedroom furniture from China and sells these products to U.S. retailers. Report the selling price data requested in section III-A.1 and then proceed to section III-B.

Check here , if your U.S. firm imports wooden bedroom furniture from China for resale as a retailer. Report the purchase price data requested in section III-A.2 and then proceed to section III-B.

Check here , if your U.S. firm imports wooden bedroom furniture from China but does not sell these products to retailers or is not itself a retailer; proceed directly to section III-B.

Section III-A.1--SELLING PRICE DATA

This section requests total net sales value (based on f.o.b. your U.S. shipping location(s)) and quantity data (number of pieces) concerning your firm's U.S. shipments of its eight specified imported Chinese wooden bedroom furniture products (two different furniture suites of four different products for each suite) to U.S. retailers UNRELATED (by ownership) to your firm on a quarterly basis during January 2000-June 2003; an individual bedroom suite consists of matching-styled bedroom furniture. For purposes of pricing data, report each complete bed frame (including the headboard, footboard, and side rails), each complete dresser, each complete mirror (sold with the specified dresser), and each complete nightstand as single pieces of furniture. If your firm sells the specified imported Chinese products on a delivered basis, please estimate, to the extent possible, the net f.o.b selling value (for instance, deduct from the delivered value the U.S.-inland freight portion (or an estimate of this freight) of the total U.S. freight you charged your customers to deliver to their U.S. receiving location(s)). Report the total value and quantity data net of returns, discounts, allowances, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm (i.e. not charged to your customers).

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.1--SELLING PRICE DATA--Continued

Please provide as separate attachments to this page clear pictures of the specified products in the following wooden bedroom furniture suites.

Product 1: Louis Phillippe Style Wooden Bedroom Furniture Suite

Product 1-A.-- Queen-size Louis Phillippe Style Sleigh Bed (with Wooden Side Rails):¹

- (1) Panel sleigh headboard and panel sleigh footboard, made with either flat or curved panels, and wooden side rails;
- (2) Constructed of hardwood solids and veneers over particle board or fiber board, with or without plywood, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total, when uncartoned and unpacked.

Product 1-B.--Louis Phillippe Style Double Dresser (6-8 drawers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 32.5-38.0 inches and width ranging from 62.0-69.0 inches.

Product 1-C.--Mirrors Sold with Louis Phillippe Style Double Dresser:

- (1) Include all mirrors sold with above Louis Phillippe Style double dresser.

Product 1-D.--Louis Phillippe Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 23.0-29.0 inches and width ranging from 23.0-29.0 inches.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.1--SELLING PRICE DATA--Continued

Product 2: Mission Style Wooden Bedroom Furniture Suite

Product 2-A.--Queen-size Mission Style Slat Bed (with Wooden Side Rails):¹

- (1) Slat headboard, slat footboard, and wooden side rails;
- (2) Constructed of predominantly hardwood solids or hardwood solids and veneers over particle board or fiber board, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 130 pounds total, when uncartoned and unpacked.

Product 2-B.--Mission Style Dresser (8-10 drawers--no doors OR 6-8 drawers and 1 or 2 doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 34-47 inches.

Product 2-C.--Mirrors Sold with Above Mission Style Dresser:

- (3) Include all mirrors sold with the above Mission Style dresser.

Product 2-D.--Mission Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands.
- (2) Height ranging from 22.5-29.5 inches.

Report separately for each specified wooden bedroom furniture product for the periods requested and copy, as needed, the table on the following page to report for each bedroom furniture product.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.1--SELLING PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified wooden bedroom furniture product imported from China by your firm AND shipped to U.S. retailers UNRELATED (by ownership) to your firm (check one box for each page).

Wooden Bedroom Furniture Product: 1-A 1-B 1-C 1-D
 2-A 2-B 2-C 2-D

<i>(Quantity in number of pieces,¹ total value in dollars)</i>		
Date of shipment	Quantity	Total net F.O.B. Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
¹ Each specified product in its entirety is considered a single piece of furniture. For instance, a complete bed frame, consisting of a specified headboard, footboard, and side rails is considered a single piece; a complete dresser is a single piece; a complete mirror (sold with the specified dresser) is a single piece; and a complete nightstand is a single piece. ² Total net value f.o.b. your U.S. shipping location(s).		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.2--PURCHASE PRICE DATA

Report the following purchase price data only if your firm imported the specified wooden bedroom furniture products from China to resell as a retailer.

This section requests total net purchase value (based on landed, c.i.f., duty-paid, U.S. port(s)-of-entry) and quantity data (number of pieces) concerning your firm's U.S. imports of its eight specified imported Chinese wooden bedroom furniture products (two different furniture suites of four different products for each suite) from suppliers UNRELATED (by ownership) to your firm on a quarterly basis during January 2000-June 2003; an individual bedroom suite consists of matching-styled bedroom furniture. For purposes of pricing data, report each complete bed frame (including the headboard, footboard, and side rails), each complete dresser, each complete mirror (sold with the specified dresser), and each complete nightstand as single pieces of furniture. If your firm imported the specified subject imported products on a delivered basis, please estimate, to the extent possible, the landed, c.i.f., duty-paid, U.S. port of entry values (for instance, deduct from the delivered value an estimate of the U.S.-inland freight portion of the total freight you paid to obtain the wooden bedroom furniture products at your U.S. receiving location(s)). Report the total purchase value and quantity data net of returns, discounts, allowances, rebates, and also deduct any U.S. freight to your U.S. receiving location(s) that was absorbed by your supplier (i.e., not charged to your firm).

Please provide as separate attachments to this page clear pictures of the specified products in the following wooden bedroom furniture suites.

Product 1: Louis Phillipe Style Wooden Bedroom Furniture Suite

Product 1-A.-- Queen-size Louis Phillipe Style Sleigh Bed (with Wooden Side Rails):¹

- (1) Panel sleigh headboard and panel sleigh footboard, made with either flat or curved panels, and wooden side rails;
- (2) Constructed of hardwood solids and veneers over particle board or fiber board, with or without plywood, no all solid hardwood headboards or footboards, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, but including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 175 pounds total, when uncartoned and unpacked.

Product 1-B.--Louis Phillipe Style Double Dresser (6-8 drawers):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 32.5-38.0 inches and width ranging from 62.0-69.0 inches.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.2--PURCHASE PRICE DATA--Continued

Product 1: Louis Phillipe Style Wooden Bedroom Furniture Suite--Continued

Product 1-C.--Mirrors Sold with Louis Phillipe Style Double Dresser:

- (1) Include all mirrors sold with above Louis Phillipe Style double dresser.

Product 1-D.--Louis Phillipe Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands;
- (2) Height ranging from 23.0-29.0 inches and width ranging from 23.0-29.0 inches.

Product 2: Mission Style Wooden Bedroom Furniture Suite

Product 2-A.--Queen-size Mission Style Slat Bed (with Wooden Side Rails):¹

- (1) Slat headboard, slat footboard, and wooden side rails;
- (2) Constructed of predominantly hardwood solids or hardwood solids and veneers over particle board or fiber board, side rails may be made of plywood;
- (3) Made for use with queen-size (5 feet) bedding, including headboards and footboards designed to accommodate both full-size (4 feet-six inches) and queen-size (5 feet) bedding, but not just full size (4 feet-six inches) only; and
- (4) Combined weight of headboard, footboard, and side rails not to exceed 130 pounds total, when uncartoned and unpacked.

Product 2-B.--Mission Style Dresser (8-10 drawers--no doors OR 6-8 drawers and 1 or 2 doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood dressers;
- (2) Height ranging from 34-47 inches.

Product 2-C.--Mirrors Sold with Above Mission Style Dresser:

- (3) Include all mirrors sold with the above Mission Style dresser.

Product 2-D.--Mission Style Two and Three Drawer Nightstands (no Doors):

- (1) Constructed of predominantly hardwood solids and veneers over particle board or fiber board, no all solid hardwood nightstands.
- (2) Height ranging from 22.5-29.5 inches.

Report separately for each specified wooden bedroom furniture product for the periods requested and copy, as needed, the table on the following page to report for each bedroom furniture product.

¹ Report quantities and values of complete beds, including headboard, footboard, and side rails. For example, if you shipped 100 headboards, 90 footboards, and 80 pairs of side rails, then report quantities and values for 80 complete beds, using average unit values for all 100 headboards and all 90 footboards to calculate the total value of 80 headboards and 80 footboards to add to the value of the 80 pairs of side rails.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.2--PURCHASE PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified wooden bedroom furniture product imported from China by your firm from suppliers UNRELATED (by ownership) to your firm (check one box for each page).

Wooden Bedroom Furniture Product: 1-A 1-B 1-C 1-D
 2-A 2-B 2-C 2-D

<i>(Quantity in number of pieces,¹ total value in dollars)</i>		
Date of shipment	Quantity	Total net C.I.F. Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		

¹ Each specified product in its entirety is considered a single piece of furniture. For instance, a complete bed frame, consisting of a specified headboard, footboard, and side rails is considered a single piece; a complete dresser is a single piece; a complete mirror (sold with the specified dresser) is a single piece; and a complete nightstand is a single piece.

² Total net value landed value, c.i.f., duty-paid, U.S. port(s)-of-entry.

PART III.--PRICING AND MARKET FACTORS--Continued

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/imports (the latter if an importing retailer, hospitality firm (e.g. hotel/motel, retirement/nursing home, etc.), or rental company) of its imported wooden bedroom furniture from China during January 2000-June 2003. *Unless otherwise specified, sales in Part III usually refer to U.S. sales at the wholesale level of the market (e.g. sales to retailers, hospitality firms, rental firms, etc.), not sales to residential customers.* If your responses differ by sales to different types of U.S. customers or by different types/styles of wooden bedroom furniture that you import from China, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

Please indicate by marking the category(ies) that best describes your firm's activities in importing Chinese wooden bedroom furniture:

- U.S. seller at the wholesale level:*
- U.S. retailer:*
- U.S. hospitality firm:*
- U.S. rental company:*
- Other (specify _____):*

For the rest of Part III--"Captive" imports of Chinese wooden bedroom furniture refer to such products imported by retailers, hospitality firms, and rental firms. For purposes of Section III "Captive" does not refer to in-house consumption or use by U.S. producers.

Section III-B.--PRICING PRACTICES

III-B-1. Please report below your firm's total U.S. sales values (in dollars net f.o.b your U.S. selling locations) of its imported Chinese wooden bedroom furniture shipped to retailers, hospitality firms, and/or rental companies during January 2000-June 2003. If your firm imported the Chinese furniture for "captive" use, report your total U.S. landed values (in dollars on a c.i.f., duty-paid, port(s) of entry basis) during this period. Report the total sales values/landed values that were on a (1) long-term basis (multiple deliveries for more than 12 months after the sales/purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales/purchase basis (usually one-time delivery, within 30 days of the sales/purchase agreement). The three different sales/import purchase bases include both written contracts and verbal agreements.

Type of sale/"captive" import:	Value (in U.S. dollars)
Long-term	
Short-term	
Spot basis	

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICING PRACTICES--Continued

III-B-2. Please discuss the following provisions of your firm's U.S. sales or, if applicable, "captive" imports of its imported Chinese wooden bedroom furniture on a typical long-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

III-B-3. Please discuss the following provisions of your firm's U.S. sales or, if applicable, "captive" imports of its imported Chinese wooden bedroom furniture on a typical short-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

III-B-4. Please explain how prices are established for sales or, if applicable, "captive" imports of your firm's imported Chinese wooden bedroom furniture on a spot basis.

III-B-5. If your firm/supplier (the latter only if reporting for "captive" imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission. Please explain how frequently such list prices change.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICING PRACTICES--Continued

III-B-6. Please report below your firm's total sales (in dollars net f.o.b. your U.S. selling location(s)) of its imported Chinese wooden bedroom furniture during January 2000-June 2003 that were made to customers unrelated (by ownership) to your firm and those related to your firm by the type of customer.

(Value in U.S. dollars)

Type of Customer:	Unrelated	Related
Retailer		
Hospitality firm		
Rental firm		
Other(_____)		
Other(_____)		

Please describe how the wooden bedroom furniture that your firm imports from China for each of these types of customers differs for each category of customer.

Respond to questions III-B-7 through III-B-9 only if your firm sells its imported wooden bedroom furniture from China to U.S. retailers, distributors, hospitality firms, and/or rental firms; if your firm imports as a furniture retailer, hospitality firm, or rental firm, skip to Section III-C.

III-B-7. What are your firm's typical sales terms for its imported Chinese wooden bedroom furniture that were sold to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)?

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICING PRACTICES--Continued

III-B-8. a) On what basis does your firm typically quote selling prices of its imported Chinese wooden bedroom furniture that were sold to its U.S. customers (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered, etc.)?

b) If f.o.b., do your U.S. customers typically arrange the freight_____ or does your firm arrange the freight_____?

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight_____ or send the products freight collect_____?

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes____ No____?

If yes--

Please indicate the total quantity or value of wooden bedroom furniture or other requirement(s) that must be purchased by your customers from your firm for you to absorb U.S. shipping charges to their facilities.

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its imported Chinese wooden bedroom furniture during 2000 and 2002.

2000: _____ 2002: _____

III-B-9. Please describe your firm's discount policy (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its imported Chinese wooden bedroom furniture. Do not include any payment discounts covered in question II-B-7.

Please report below the total value (in dollars) of discounts that your firm allowed based on all its U.S. shipments of its imported Chinese wooden bedroom furniture during 2000 and 2002.

2000: _____ 2002: _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--FACTORS AFFECTING PRICING

If your firm sells its imported Chinese wooden bedroom furniture to retailers, distributors, hospitality firms, or rental firms, answer all questions in this section; if all your firm's imports of the Chinese wooden bedroom furniture are considered "captive", answer only those questions in Section III-C that are starred (★).

III-C-1. Please discuss below how your firm's U.S. selling prices of its imported Chinese wooden bedroom furniture may differ by type of customer (e.g., furniture retailer, distributor, hospitality firm, rental firm, etc.), and by type of sale (e.g., long-term, short-term, and spot bases).

Type of customer: _____

Type of sale: _____

III-C-2. a) Approximately what share of the total sales value (in dollars net f.o.b. your U.S. selling location(s)) of your firm's imported Chinese wooden bedroom furniture shipped in the United States to its U.S. customers during January 2000-June 2003 occurred within the distances specified below? Also, for each distance category, approximately what percent of the total net f.o.b sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what was the typical U.S. transportation mode (truck-T, rail-R, or air-A)?

	<u>Shipment share</u> _____	<u>Freight share</u> _____	<u>Mode</u> _____
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %		

b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm's sales of its imported Chinese wooden bedroom furniture vis-a-vis sales of wooden bedroom furniture produced domestically or imported from non-subject countries? Yes ____ No ____ (Check one) If yes, please discuss the extent of the disadvantage and identify any such firms and the country(ies) of origin of the wooden bedroom furniture they sell.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--FACTORS AFFECTING PRICING--Continued

III-C-2. c) What is the geographic market area in the United States served by your firm's imported Chinese wooden bedroom furniture? Note any changes in U.S. market area since January 2000.

III-C-3. a) What is the average lead time (in days) between your customers' orders and the date of delivery for your firm's U.S. shipments of its imported Chinese wooden bedroom furniture from its U.S. inventory and, if applicable, from facilities in China?

Shipments from U.S. inventory _____

Shipments from China _____

b) Have average lead times changed since January 2000? Yes____ No____ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete in the U.S. market with wooden bedroom furniture produced domestically and imported from non-subject countries.

III-C-4. Does your firm sell its imported Chinese wooden bedroom furniture over the internet?

No Yes

If yes--

Please report the value (in dollars net f.o.b. your U.S. selling locations) of your firm's total U.S. shipments of its imported Chinese wooden bedroom furniture during January 2000-June 2003 that were sold over the internet. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--FACTORS AFFECTING PRICING--Continued

III-C-5. a) Although the Chinese yuan/U.S. dollar exchange rate has remained stable during
★ January 2000-June 2003, what other factors, if any, have affected your dollar purchase prices of your imported Chinese wooden bedroom furniture during this period?

b) Please discuss any purchase price decreases or increases (in U.S. dollars) for your imported Chinese wooden bedroom furniture, and indicate the time period(s) of any such purchase price changes during January 2000-June 2003.

PART III.--PRICING AND MARKET FACTORS--Continued

All importers should respond fully to Sections III-D and III-E, unless otherwise instructed.

Section III-D.--SUPPLY FACTORS

III-D-1. List below the top three factors your firm considers when assessing the quality characteristics of its imported Chinese wooden bedroom furniture. In addition, discuss below how these quality characteristics affect pricing and your ability to compete with wooden bedroom furniture produced in the United States and imported from non-subject countries (identify the country(ies) of origin, if applicable).

1. _____

2. _____

3. _____

Discussion: _____

III-D-2. Have there been any significant changes in the product range or marketing of wooden bedroom furniture in the United States since January 2000?

No

Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your shipments and prices of your imported Chinese wooden bedroom furniture.

III-D-3. Please explain the role of your firm's use and importance of access to slots at U.S. retailers in selling your U.S.-produced wooden bedroom furniture. In your explanation, please discuss major factors that retailers consider when awarding their floor space to specific suppliers, and note the period typically agreed to when retailers agree to allow a furniture supplier floor space. In addition, please discuss the impact of internet and/or catalogue sales (at the wholesale or retail level) have had on the importance of slots at retailers in marketing your U.S.-produced wooden bedroom furniture.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-D.--SUPPLY FACTORS--Continued

III-D-4. Are there certain types/styles of wooden bedroom furniture products that are produced in the United States that you do not import from China? Yes ____ No ____ If yes, identify these products and explain why you do not import such products from China and identify the use(s)–residential, hospitality, rental, etc.

Respond to question III-D-5 only if your firm sells its imported wooden bedroom furniture from China to retailers, hospitality firms, or rental companies; if your firm's imports of the Chinese products are only considered "captive," skip to section III-E.

III-D-5. Describe how easily your firm can shift sales of its imported Chinese wooden bedroom furniture between the U.S. market and alternative country markets. In your discussion, please describe any contract-terms, other sales arrangements, or other constraints (including any third-country trade barriers) that would prevent or retard your firm from shifting the imported Chinese wooden bedroom furniture between the U.S. and alternative country markets within a 12-month period.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

III-E-3. a) For sales to retailers--Please provide below your firm's estimate of its price ranges (net f.o.b. sale prices from your U.S. shipping locations) and shipment quantities (number of suites), based on its sales to all U.S. retailers UNRELATED (by ownership) to your firm during 2002, of its imported Chinese three-piece (bed, nightstand, and dresser with mirror), four-piece (bed, nightstand, dresser with mirror, and armoire), and five-piece (bed, nightstand, dresser with mirror, armoire, and chest) wooden bedroom furniture suites that were good, better, and best quality:

Quality categories	Three-piece	Four-piece	Five-piece
Good quality:			
Price range			
Quantity			
Better quality:			
Price range			
Quantity			
Best quality:			
Price range			
Quantity			

b) Please explain in detail the major differences in product characteristics in the wooden bedroom furniture sold in each of these three quality categories.

c) Please discuss the extent to which brand-name wooden bedroom furniture is concentrated in one or more of the three quality categories. What are the predominant country(ies) of origin for the brand-name furniture in each of the quality categories?

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

III-E-4. a) For “captive” imports by retailers--Please provide below your firm’s estimate of its purchase price ranges (landed, c.i.f., duty-paid, U.S. port(s)-of-entry) and quantities (number of suites), based on its imports of Chinese wooden bedroom furniture from all suppliers UNRELATED (by ownership) to your firm during 2002, for three-piece (bed, nightstand, and dresser with mirror), four-piece (bed, nightstand, dresser with mirror, and armoire), and five-piece (bed, nightstand, dresser with mirror, armoire, and chest) wooden bedroom suites that good, better, and best quality:

Quality categories	Three-piece	Four-piece	Five-piece
Good quality:			
Price range			
Quantity			
Better quality:			
Price range			
Quantity			
Best quality:			
Price range			
Quantity			

b) Please explain in detail the major differences in product characteristics in the wooden bedroom furniture sold in each of these three quality categories.

c) Please discuss the extent to which brand-name wooden bedroom furniture is concentrated in one or more of the three quality categories. What are the predominant country(ies) of origin for the brand-name furniture in each of the quality categories?

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

III-E-5. Please explain the impact on the level of U.S. residential demand for wooden bedroom furniture of new product offerings and attractive payment terms offered by retailers.

III-E-6. Please discuss the role/importance of quality categories, brand-names, new product offerings, and attractive payment terms in demand for wooden bedroom furniture supplied by your firm to U.S. hospitality firms and to U.S. rental firms. Also, note any differences in the role/importance of such factors between demand for each of these end-use categories and demand by U.S. retailers.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand between wooden bedroom furniture and alternative products-- e.g., furniture constructed of non-wood materials (questions III-E-7 through III-E-9).

III-E-7. What alternative products may substitute for wooden bedroom furniture in their end uses in the United States, and how frequently does any such substitution occur? For each such substitute product also discuss the specific end use(s) where such substitution with wooden bedroom furniture occur and give an example.

III-E-8. Have there been any changes in the number or types of alternative products that can be substituted for wooden bedroom furniture in the United States since January 2000?

No Yes--Please explain.

III-E-9. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of wooden bedroom furniture, with substitute-product prices remaining constant, where U.S. purchasers would start to substitute the listed alternative products for wooden bedroom furniture or vice versa. To the extent possible, respond for specific types/styles of wooden bedroom furniture products and indicate the end uses.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

III-E-10. Please discuss the extent to which rental furniture acts as a substitute for purchasing new wooden bedroom furniture in the U.S. market; respond separately for residential consumers and hospitality firms. Please also describe any changes in this substitution since January 2000.

Discuss substitution in demand among various types/styles of wooden bedroom furniture (questions III-E-11 through III-E-13).

III-E-11. What types/styles of wooden bedroom furniture substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur and give an example.

III-E-12. Since January 2000, have there been any changes in types/styles of wooden bedroom furniture that can substitute for each other in the United States?

No Yes--Please explain.

III-E-13. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of one type/style of wooden bedroom furniture, with price of another type/style remaining constant, where U.S. purchasers would start to substitute one product for another. Identify the specific types/styles of wooden bedroom furniture and their end uses in your discussion.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-F.--CUSTOMER IDENTIFICATION

Respond to this section only if your firm sells its imported Chinese wooden bedroom furniture to U.S. retailers, hospitality firms, and/or rental firms; do not include "captive" imports in this section.

Please provide the names and addresses of your firm's 10 largest U.S. customers for its imported Chinese wooden bedroom furniture. Please also provide the name and telephone number of a contact person and the share of the value (in dollars net f.o.b your U.S. selling location(s)) of your firm's total U.S. sales of its imported Chinese wooden bedroom furniture that each of these customers accounted for in 2002. For any customers related to your firm, place an (R) by the name of each customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					